



SALES + MARKETING

December 5, 2017

TO WHOMSOEVER IT MAY CONCERN

I have known and worked with Yash Deshpande at ZS for the last one and a half years. Working as part of a team that caters to one of our firm's largest Pharmaceutical clients, he has been an invaluable asset. It is a sincere honor to recommend him for admission into your Master's program.

Yash joined ZS fresh out of undergraduate school. Less than a month into training, Yash was assigned to my team as a technology analyst. Given our firm's rigorous testing and interview process, his technical aptitude and skill was never in doubt; it soon began to be showcased strongly in his work. He has a strong work ethic, and is nimble when it comes to understanding and connecting concepts that are new to him. The project he is assigned to currently is among our largest and most advanced as a firm, whether it is in terms of the sheer volume of data processed or in terms of the technologies we use.

During his tenure, Yash has taken over responsibility for our monthly data processing activities from a senior member, working with and adapting to platforms such as Amazon Web Services, and our proprietary Javelin suite of applications. He is eager to learn and work with new programming languages, and his work involves regular exposure to PostgreSQL, Iron Python, and Shell. He has developed Shell scripts to automate processes that previously required manual intervention, which not only has omitted dependencies, but has also saved a considerable amount of processing time.

Yash's team processes sales data, the source being IQVIA (formerly QuintilesIMS). On the basis of data issues reported by IQVIA, Yash has performed numerous end-to-end impact analyses that have gone directly to our clients. These analyses are tedious and require an in-depth knowledge of the business problem at hand, the system itself, and the nature of data involved. Given that the outputs from our system drive the client's sales force management and subsequent business decisions, the work that he does is crucial.

Yash has also developed pre-emptive Quality Control measures for our data, in the form of queried checks that run automatically. He has developed various sales reports for the same purpose, the goal always being a pro-active approach to ensuring quality.

One of the things we at ZS pride ourselves in as a consulting firm is our flexibility and willingness to adapt our consulting solutions and solution frameworks to suit the ever-changing business needs of our clients. Often times to make this possible, the creation, implementation, and testing of business rules is required, either by explicit request, or arising from a business decision. Yash has also assisted in developing such business rules as per differing sets of requirements, and has been responsible for their implementation and testing.

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Impact where it matters.



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Understanding, manipulating, and carrying out analyses on data in a processing system as vast and as data-heavy as one the one we have in place is difficult to say the least, and Yash has demonstrated an ability to do this with surprising ease. He has the perfect outlook required for working with data and in analytics, and augments this with his technological prowess. He has shown excellent communication skills, both written and verbal; he is charismatic, soft-spoken, and exceedingly polite. Apart from excelling in his work, Yash has also been an enthusiastic participant in extraprofessional activities- he is currently a core member of a rolling four-person team responsible for editing and publishing our internal client service team newsletter.

With nearly 20 years of experience in the consulting industry, I can say that I hope our firm continues to hire employees who are as talented, motivated, and committed to their work as Yash has proven himself to be. I have no doubt that the program will benefit from what Yash brings to the table.

Please don't hesitate to contact me in case of any further questions.

Sincerely,

Harbinder Raina

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